

Exhibit 11

Anastasia McVicker, 2020-09-10 10:22:53

Hi Brian! I was wondering if you had guidance on how much \$ uplift we may see from policy enforcement?

Anastasia McVicker, 2020-09-10 10:23:03

i know it's a sensitive number that we shouldn't put anywhere

Anastasia McVicker, 2020-09-10 10:23:36

actually the chat history is on

Anastasia McVicker, 2020-09-10 10:24:04

i'll bring this up in the team meeting this afternoon

Brian Brazinski, 2020-09-10 12:29:24

Saw this earlier, but yes, probably best to discuss in the team meeting then

Brian Brazinski, 2020-09-10 12:32:21

Looks like meeting was cancelled

Brian Brazinski, 2020-09-10 12:32:29

You want to sync really quickly to discuss Policy implications?

Anastasia McVicker, 2020-09-10 12:32:55

yes please - bb-am meeting code?

Brian Brazinski, 2020-09-10 12:33:01

sure